



# **K-12 COVID-19 Testing Program Virtual Vendor Fair**

**August 11, 2021**

# Housekeeping

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- All participants should stay **muted** throughout the webinar
- Please type **all** questions into the **chat box** for the Q & A portion
  - *Questions should be directed to “everyone” in the chat*
- The vendor fair will be recorded and available at the following link:

<https://coronavirus.maryland.gov/pages/school-resources>

# Agenda

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- Introductions, Purpose, Overview
- Vendor Presentations
  - CIAN Diagnostics
  - 20/20 GeneSystems
  - Capitol Diagnostics
  - MAKO Medical
  - Concentric by Ginko
- Q&A
- Wrap up and next steps



# **CIAN360**

by **CIAN Diagnostics**



MARYLAND  
Department of Health

Preferred Partner

Ciandx.com | (240) 396-4343 | [mdkto12@ciandx.com](mailto:mdkto12@ciandx.com) | 5330 Spectrum Drive Suite I, Frederick, MD 21703



# CIAN DIAGNOSTICS CAPABILITY AND CAPACITY

- CIAN Dx is the only Maryland laboratory with the capacity to test all Maryland students once a week with results in less than 24-48 hours. 95% results in 24 hours.
- CIAN Diagnostics has been a trusted partner of local, county and state governments and MD state initiatives.
- CIAN Diagnostics is located in Frederick, MD and operates 24/7 to ensure timely results.
- All testing is done in Frederick, MD.
- Daily capacity: 100,000 individual RT-PCR tests and 1,000,000 individuals by Pooled RT-PCR testing daily.
- CIAN Diagnostics has conducted nearly 2 million individual RT-PCR COVID-19 tests.



Scan QR Code to get more information about COVID-19 testing for your school.



**CIAN Diagnostics is your one stop solution to set up your COVID-19 testing program. Our specialized team will work with you to understand your needs and create an individualized plan that works best for you.**

## PROGRAM FEATURES

- At home sample collection
- At school sample collection assisted by CIAN's team
- Admin Portal to manage tests
- All logistics are handled by CIAN
- Self collectable sample Kits

## TYPES OF TESTS OFFERED

- Antigen Tests
- PCR tests
- Screening
- Surveillance to diagnostic testing



# TEST MANAGEMENT PORTAL



- Frictionless user experience. Easy and fast, no app to download for students and staff.
- Admins have access to real-time test results, vaccine status, and daily health survey results.
- HIPAA and FERPA compliant with secure, role-based access for administrators.
- Ability to connect user health status, attendance records and door access control, so only healthy individuals can enter a school building.
- Contact tracing module so possible exposed students and staff can be quickly identified and quarantined.

# SAMPLE WORKFLOW

## 1. REGISTRATION

Client can create a list of who needs to be tested and when. Could be set by:

- ✓ Time Cadence
- ✓ Event Cadence
- ✓ One Off

User can book an appointment to be tested via CIAN360 mobile interface and this data is used to create an order.

## 2. SAMPLE COLLECTION

End user needs to get tested

- ✓ At Home (self-service)
- ✓ At Home (return-to-lab)
- ✓ On-site (self-service)
- ✓ On-site (return-to-lab)

## 3. RESULTS

Both end user results, plus (Cleared4) needs results to manage response.

- ✓ User gets a message
- ✓ Admin gets a message
- ✓ CIAN360 gets update via Spreadsheet or API



# CONTACT INFORMATION

**ciandx.com**

Email: [mdkto12@ciandx.com](mailto:mdkto12@ciandx.com)

Ciandx.com | (240) 396-4343



Schedule an appointment at  
[calendly.com/ciandx-12/onboarding](https://calendly.com/ciandx-12/onboarding)  
or via the QR code on the left.





# Maryland K-12 School COVID-19 Screening Services

August 2021



# 20/20 GeneSystems

&

# Chesapeake Medical Staffing

- 20/20 signed a contract with MDH to provide Covid-19 testing services for K-12 schools - 20/20 is the lead Offeror of these services
- Maintains a High Complexity CLIA Laboratory in Rockville, MD
- Has conducted tens of thousands of Covid-19 tests (PCR) for Montgomery County Department of Health and Maryland Nursing Homes
- CMS is a nurse-founded, Maryland-based staffing agency with a stellar reputation for quality staffing services including in-school services.
- Has extensive experience in school COVID pool testing space and successfully executed some of the largest pool testing projects in Maryland in 2020-21.
- CMS is a member of Governor Hogan's Covid-19 Task Force



# 20/20 GeneSystems K-12 Testing Program: *Advantages*



- We will work with each school system to design a screening testing program that works best for your district

## **IN ALL CASES WE OFFER END-TO-END SERVICES INCLUDING:**

- Program design with built in flexibility for the ever-changing COVID situation
- Onsite, fully-staffed sample collection, including all personnel, supplies and PPE
- An ordering physician and a CLIA authorized laboratory
- Next-day turnaround and resulting – we are committed to report results before the beginning of the next school day
- 24/7 electronic access to results for both school administrators and parents through a dedicated, secure (HIPAA-compliant), user-friendly web portal – with alert emails sent out as soon as results are available
- Complete follow-up testing of potential positive results to allow re-entry to school after quarantine
- Ramp-up testing in the event of a local outbreak



# On-Site Collections



- CMS and 20/20 will work with district personnel to implement a COVID Testing Program that is comprehensive and allows minimal disruption to the staff and students.
- CMS staff will provide high quality reliable consistent nursing professionals to administer the tests within your designated timeline.
- CMS will maintain and manage all aspects of the testing schedule to ensure each school is tested on their designated testing day(s).
- CMS ensures all staff entering school buildings are fully credentialed according to districts specifications. This includes, but not limited to, fingerprinting, drug screen, TB test and license verifications.
- CMS will provide an Account Manager to oversee all aspects of your program. They will be the single point of contact and will be integral in the daily logistics.



# Our Senior Medical Advisor and Ordering Physician



**Jeanette Beaudry, M.D., Ph.D**  
Chief Pediatric Resident  
Johns Hopkins Children Center

**Medical school:** Columbia University

**Residency:** The Johns Hopkins University

**Research interests:** Infections disproportionately affecting underserved populations, epidemiology, influenzae, and global health



# Our Testing Programs



We will initiate discussions with each school district to tailor individual testing programs to meet each school's needs. Together we will establish who will be tested, the frequency of testing, the mode of testing and of sample collection. We are prepared with a model to serve as a starting point for discussion.

We consider CDC guidelines, state and local health department recommendations and expert medical advice. We account for local prevalence of COVID-19 and vaccination rates. We consider differences in needs for screening in elementary, middle and high school settings as well as for staff and high-risk sports or other activities.

Flexibility is built in. Any agreed upon testing program may be modified at 6 to 12-week intervals to accommodate changes in need, based on fluctuations in the transmission and vaccination rates in a local jurisdiction or the school calendar (sport season, etc.).

Contact tracing is the purview of the local health department. We can assist with add-on sample collections and follow-up testing for quarantined individuals as necessary. Ad hoc testing clinics can be located on- or off-site.

Our goal is to provide results as rapidly as possible to isolate positive cases and reduce transmission in your school. Reports are provided through a secure (HIPPA-compliant) user-friendly web portal accessible to school administrators as well as parents, with an option for alert emails to be sent out as soon as results are available.



DEPARTMENT OF HEALTH AND HUMAN SERVICES

Marc Elrich  
County Executive

Raymond L. Crowl  
Director

June 7, 2021

To Whom it may Concern,

This letter is on behalf of 20/20 Genesystems, located at 9430 Key West Avenue, Suite 100, Rockville, MD 20850. We are happy to serve as a reference for 20/20. They have provided Montgomery County's DHHS excellent record of service. They were contracted to provide PCR COVID19 testing, and lab services on 12/24/2020 to handle 500-1000 test weekly. Results were returned exceeding expectations. Moreover, I have found them to be responsive to needs, questions and concerns. The level of service and communication has not been exceeded by any other COVID19 partner. The level of service they provide has only led us to use them at most of our public COVID19 testing sites.

Please reach out to me with any questions,

**Patrick M. Campbell**

Senior Planning Manager

Office of Emergency Management and Mass Care Operations for  
Montgomery County Department of Health and Human Services  
401 Hungerford Drive, 4th Floor

Rockville, Maryland 20850

[Patrick.campbell@montgomerycountymd.gov](mailto:Patrick.campbell@montgomerycountymd.gov)

240-777-1622

Department of Health and Human Services

401 Hungerford Drive • Rockville, Maryland 20850 • 240-777-3000 • FAX 240-777-1436 • TTY Maryland Relay 711  
[www.montgomerycountymd.gov/dhs](http://www.montgomerycountymd.gov/dhs)



*Bridging the gap between health and home*

June 3, 2021

Dear Sir/Madam:

It is with much enthusiasm that I am writing to recommend the services of 20/20 GeneSystems.

Our facility has been using 20/20 GeneSystems to provide COVID PCR testing during the pandemic. We have found the company to be easy to communicate with and extremely responsive. They are very professional, dependable, and responsible. They have been able to provide us with supplies in urgent situations. The company has been flexible as our testing schedule frequently changed as Health Department requirements were modified. We have found their lab to provide results quickly and accurately.

I am happy to recommend the services of 20/20 GeneSystems. If you have any questions, please feel free to contact me.

Sincerely,

*Mary Wheat*

Mary Wheat, CTRS, CDP, NHA  
Administrator

Crofton Care & Rehabilitation Center  
2131 Davidsonville Road  
Crofton, Maryland 21114  
(410) 721-1000

[www.croftoncrc.com](http://www.croftoncrc.com)

2131 Davidsonville Road | Crofton, Maryland 21114  
(410) 721-1000 | (410) 793-0123 | (301) 261-3634  
Fax: (410) 721-2749 | TDD: (800) 735-2258



800: (410) 351-5348 | TDD: (800) 735-2258  
(410) 351-1000 | (410) 383-0153 | (301) 361-3634  
2131 Davidsonville Road | Crofton, Maryland 21114



# CONTACT US

20/20 GeneSystems, Inc.  
9430 Key West Avenue Suite 100  
Rockville, Maryland 20850  
Main: 240-453-6343  
Web:  
[www.CoronaCheckTests.com](http://www.CoronaCheckTests.com)

**Jiming Zhou, PhD**

Chief Operating Officer

Mobile: +1 703-867-5722

Office: 240 453-6339 x111

[jzhou@2020gene.com](mailto:jzhou@2020gene.com)

**Richard Scherer**

Laboratory Operations Manager

Office: (240) 453-6339 x104

[Rscherer@2020gene.com](mailto:Rscherer@2020gene.com)



# CAPITAL DIAGNOSTICS

State of the art high-complexity CLIA certified lab based in Laurel, Maryland

Staffed by Board Certified pathologists with training from Johns Hopkins University and the University of Maryland

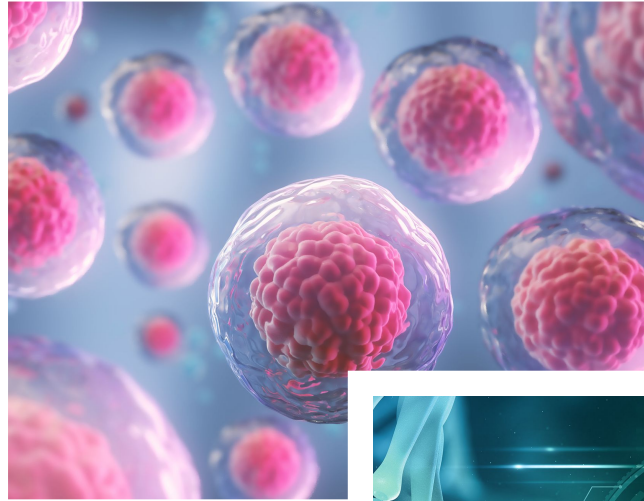
Over 500,000 Covid-19 PCR tests performed since the start of the pandemic

Current clients include local hospital systems, nursing homes, medical clinics, and schools DMV area schools

Capital Diagnostics is the leading laboratory for Covid-19 K-12 school testing in the DMV region

Provided comprehensive testing services for approximately 40 schools during the 2020-2021 academic year

Easy end-to-end process has provided invaluable experience and garnered tremendous school and parental satisfaction in K-12 school Covid testing



**Excellence and  
Innovation in  
Molecular Laboratory  
Testing in Response  
to the Global  
Pandemic**





# What Makes Us Unique?

- Capital Diagnostics uses the EUA FDA approved New Coronavirus Nucleic Acid Detection PCR kit which is the most sensitive assay with FDA EUA approval

<https://www.fda.gov/medical-devices/coronavirus-covid-19-and-medical-devices/sars-cov-2-reference-panel-comparative-data>

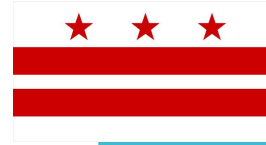
- Pooled testing of 5 samples shown to be 100% sensitive (Pools of 25 can be very dilutive and lead to false negatives, making outbreaks more possible and more students having to quarantine unnecessarily.
- Each student/staff swab is placed into individual barcoded sample collection tubes instead of placing multiple swabs into 1 collection tube. This approach minimizes pooling errors onsite and eliminates the need of a second collection if the pool is positive.
- Most extensive experience in the region of school Covid-19 testing
- On-site collectors minimize risk of needing to re-swab students, lessens the burden of school nurses, and reduces apprehension among younger students
- Comprehensive approach where the lab is involved on all phases of the testing process
  - No subcontractors
  - Flexibility in Testing Schedule
    - Allows ability to accommodate last-minute schedule changes
    - Easier to implement new testing approaches and strategies based on school needs
  - Located in Laurel, Maryland
    - Physician and other clinical coordinators can provide on-site assistance and troubleshoot rapidly
    - Local courier system ensures specimens reach lab intact and rapidly to provide turn-around time of 24 hours or less.
    - Regional focus on Maryland, DC, and Virginia allows us to be more attentive to the local schools' needs than National labs servicing the entire country

# Our Experience

- Extensive School Covid Testing experience in the Maryland, DC, and Virginia area (Approximately 40 schools)
- End-to-End turnkey testing with a full team onsite
  - On-site medical personnel collecting and swabbing all students
  - Turn-around within 24-48 hours
  - Online portal for registration and to check results
  - Physicians communicate positive results to student's family and school staff



- Bullis School
- Feynman School
- Mclean School
- German International School
- Charles Smith Jewish Day School
- Washington Episcopal School
- Norwood School
- Connelly School Of Holy Child
- The Landon School
- St Andrews Episcopal
- Stoneridge School of Sacred Heart
- Harbor School
- Sand Spring School
- Deiner School
- Concord Hill



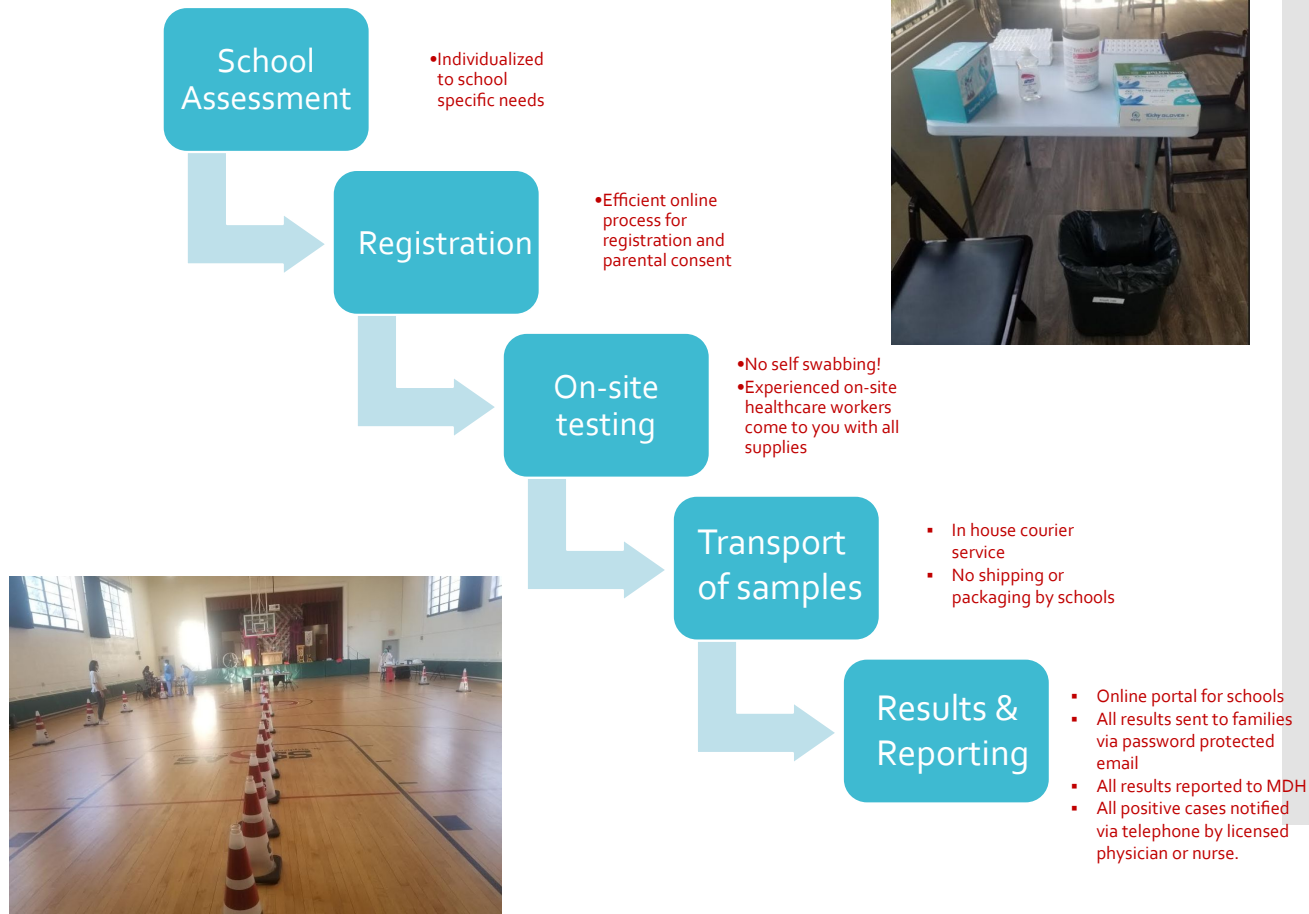
- National Cathedral School
- Milton Gottesmon Jewish Day School
- St. Albans School
- St. Patrick's School
- Sidwell School
- Lowell School
- Beauvoir School
- Digital Pioneers Charter School
- Center City Brightwood
- Center City Capitol Hill
- Center City Petworth
- Center City Trinidad
- Center City Congress Heights



- The Potomac School
- The Langley School
- St Agnes School



# Capital Diagnostic's End to End Testing Approach

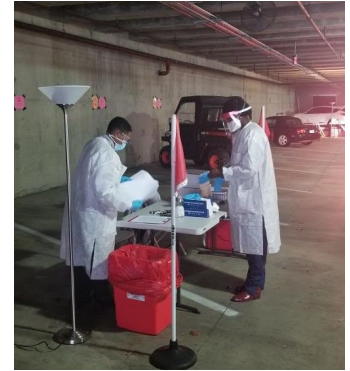


# School Assessment

## School Assessment:

Capital Diagnostics staff physicians collaborate with schools to formulate best testing strategy for school

Determine appropriate testing frequency desired by school and testing methodology (pooled vs non-pooled)



## NEW ACCOUNT SET UP FOR K-12 SCHOOL COVID TESTING

## School district or School:

Name of school or district: \_\_\_\_\_

Main contact for school or district

FIRST NAME: \_\_\_\_\_ LAST NAME: \_\_\_\_\_

EMAIL: \_\_\_\_\_

PHONE: \_\_\_\_\_

## Number of schools within district if multiple schools:

1. Location/School Name: \_\_\_\_\_ Grades: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Contact Email: \_\_\_\_\_

Contact phone: \_\_\_\_\_

2. Location/School Name: \_\_\_\_\_ Grades: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Contact Email: \_\_\_\_\_

Contact phone: \_\_\_\_\_

3. Location/School Name: \_\_\_\_\_ Grades: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Contact Email: \_\_\_\_\_

Contact phone: \_\_\_\_\_

4. Location/School Name: \_\_\_\_\_ Grades: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Contact Email: \_\_\_\_\_

Contact phone: \_\_\_\_\_

5. Location/School Name: \_\_\_\_\_ Grades: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Contact Email: \_\_\_\_\_

## Participating Entity COVID-19 Screening Assessment

The below assessment is intended to allow you, in conjunction with Capital Diagnostics, to determine what test screening strategy best suits your entity's needs. Please answer the survey questions to the best of your knowledge.

## 1) Entity Population?

a. Student Population: \_\_\_\_\_ b. Staff Population? \_\_\_\_\_

## 2) Number of Grades?: \_\_\_\_\_

## 3) Number of students Per Grade?:

K: \_\_\_\_\_ 1: \_\_\_\_\_ 2: \_\_\_\_\_ 3: \_\_\_\_\_ 4: \_\_\_\_\_ 5: \_\_\_\_\_ 6: \_\_\_\_\_ 7: \_\_\_\_\_

8: \_\_\_\_\_ 9: \_\_\_\_\_ 10: \_\_\_\_\_ 11: \_\_\_\_\_ 12: \_\_\_\_\_

## 4) Approximate % of entity population that is vaccinated if known?

a. Student vaccination %: \_\_\_\_\_ b. Staff vaccination %: \_\_\_\_\_

## 5) Population that entity wishes to test? (check one)

☐ ALL STUDENTS/STAFF ☐ ONLY UNVACCINATED STUDENTS/STAFF

## 6) Time of Testing desired? (check one)

☐ BEFORE SCHOOL/EARLY A.M LUNCH ☐ LATE AFTERNOON ☐ NO PREFERENCE

## 7) Frequency of Testing desired? (check one)

☐ WEEKLY ☐ BI-WEEKLY ☐ INTERMITTENT (E.G., UPON RETURN FROM BREAK, BEFORE SCHOOL-WIDE EVENTS)

## 8) Type of Testing desired? (check one)

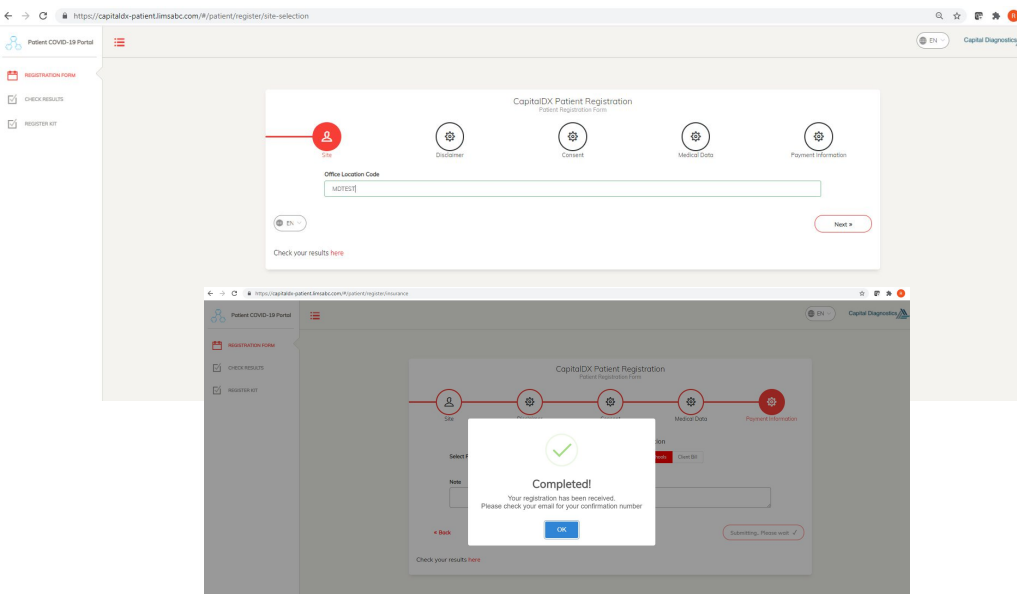
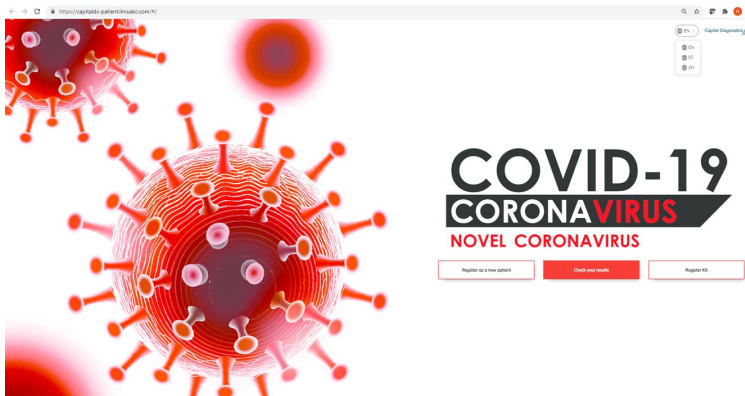
☐ POOLED ☐ NON-POOLED

## 9) Preferred testing sample collection process? (check one)

☐ CENTRALLY LOCATED STATION (I.E., GYMNASIUM OR OUTDOORS)☐ MOVING CART VISITING CLASSROOMS  
☐ BOTH OPTIONS

10) Do you envision your testing plan adapting over the course of the year? If so, what would that look like (e.g., begin with testing everyone and after two weeks of school transition to only testing unvaccinated)?

# Student and Staff Registration



# Testing Process

Robust clinical team of experienced healthcare workers with COVID testing experience

No self swabbing necessary

On-site specimen collection

## Transport

Capital Diagnostics facilitates all sample transport to the laboratory via in house couriers

## Results

All reports are emailed to individual families and available for schools via secure online portal

Positive cases are immediately communicated directly to the school and student family by a licensed physician or nurse via phone

Testing summaries are available on the online portal. Testing summaries will be sent to the school point of contact after all results are complete.








Safely Re-Opening K-12 and Higher Education



## Data Supporting Routine Testing for Reduced Transmission & Outbreaks

“New evidence from *Mathematica* and *RAND Corporation* supported by the *Rockefeller Foundation*, finds that regular COVID-19 testing in primary and secondary education is critical to getting students back to in-person learning.”

REGULAR  
WEEKLY  
TESTING =  50%  
REDUCTION  
in INFECTIONS

*“The reports found that weekly testing of all students, teachers, and staff can reduce in-school infections by an estimated 50 percent and would give teachers the peace of mind to return to the classroom.”*

<https://www.mathematica.org/news/research-supported-by-the-rockefeller-foundation-strengthens-the-evidence-base-for-reopening-k-12>



# WHO IS MAKO MEDICAL?



**HEADQUARTERED IN:**  
Raleigh, North Carolina



**TWO LABORATORIES:**  
Raleigh, NC / Henderson, NC



**NATIONAL FOOTPRINT:**  
Processing Tests from 43 States



## PROVIDING LABORATORY SERVICES IN **43** STATES



## AWARD WINNING



**2021** **Forbes #338 of TOP 500**  
*America's Best Startup Employers*



**2020** **Top 125 Private Companies**  
*Business North Carolina Magazine*



**2019** **Inc. 500** | *List of Fastest-Growing  
Privately Held  
Companies in America*



**2019** **Mid Market Fast 40**  
*Company of the Year*

## MAKO LEADERSHIP AWARDS



***"Best Place To Work"***

*AWARD FROM TRIANGLE BUSINESS JOURNAL*



***Healthcare Heroes Award***  
*for Community Support*



***40 Under 40 (twice)***



***Aster Award Winner:***  
*Multiple Gold awards for  
Healthcare Marketing*





# State Government Contracts: COVID-19 Response







- Square Feet of Facilities: **70,000**
- Number of Team Members: **over 1,000**
- 2021 Daily COVID Testing Capacity: **150,000**
- Total COVID-19 Tests Performed as of July 2021: **8,000,000+**
- Average Turnaround Time: **100%** are resulted in under **16 hours**
- CAP Proficiency Testing Score: **100%**



## MAKO | Partnership with the CDC

- MAKO provides automatic and free reflex nationwide next-generation sequencing of positive K-12 COVID-19 samples for identification of mutations and variants
- MAKO was selected and awarded a comprehensive partnership with the Centers for Disease Control and Prevention (CDC) to provide next-generation sequencing of SARS-CoV-2







## K-12 Testing Solutions from MAKO



MAKO's dedicated team can build a custom K-12 testing program for your school system

## Successful K-12 Testing

## Delaware Public and Private Schools

Since October 2020, MAKO has partnered with Delaware to successfully perform tens of thousands of tests on teachers, students, and staff at over 30 school locations throughout the entire state.

### PARTNERS:

- Delaware Department of Health
- Delaware Emergency Management
- Delaware Department of Education
- Mako Medical Laboratories

### MAKO SERVICES:

- On-Site Specimen Collection Teams (Rapid Response)
- MAKO Logistics to MAKO lab same day
- Less than 24 hour turnaround time from sample collection
- Nasal collection
- MAKO infrastructure (Chairs, Tents, Tables, Computers, WiFi & more)
- MAKO Pre-registration, Ordering, Resulting and Analytics Software

### KEY POINTS OF SUCCESS

- Collaboration among all stakeholders
- Less than 24 hour turnaround time from time of collection
- Flexible and various collections times of day and formats
- Weather alternatives
- Various collection workflows; Drive-Thrus, Gymnasium, Pod Testing





## Expansive Statewide Rollout

## Maryland K-12 Schools

Beginning in 2020, MAKO partnered with Maryland leaders to establish a statewide K-12 testing program in over 1,000 schools.



### **PARTNERS:**

- Maryland Department of Health
- Maryland Department of Education
- Mako Medical Laboratories

### **MAKO SERVICES:**

- FedEx to MAKO lab next day
- Less than 48-hour turnaround time from sample collection
- Nasal collection
- MAKO Pre-registration, Ordering, Resulting and Analytics Software

### **KEY POINTS OF SUCCESS**

- Collaboration among all stakeholders (Administrators, Principals, Superintendents, State Leaders, School Nurses)
- Less than 48-hour turnaround time from time of collection
- Flexible and various collections times of day and formats
- Developed customized training, support, launch and operational guides for consistent and long term success

## MAKO Medical: Laboratory of Choice for Top College Conferences:

**ACC**

**SOUTH**

**BIG**
**BIG  
EAST**

**A10**


The MAKO team was recruited by the ACC to provide COVID testing during the 2020 College Football Season.

We were proud to do our part to keep athletes, coaches and families safe while making sure all games were played as originally scheduled.





# WHY MAKO?

## Mission



### COMMUNITY DRIVEN

SUPPORTING  
**OVER 400** CHARITIES  
EVERY YEAR

SUPPORTING  
**OVER 80** MISSIONARIES

## Mikey



### BRINGING SMILES

**MIKEY** THE MAKO

VISITS LOCAL CHILDREN'S HOSPITALS  
AND COMMUNITY ORGANIZATIONS



## Military



### ★ U.S. MILITARY VETERANS ★



**MAKO'S ENTIRE LOGISTICS AND  
PROCUREMENT TEAM IS COMPRISED OF**  
★ U.S. MILITARY VETERANS ★





Thank you.

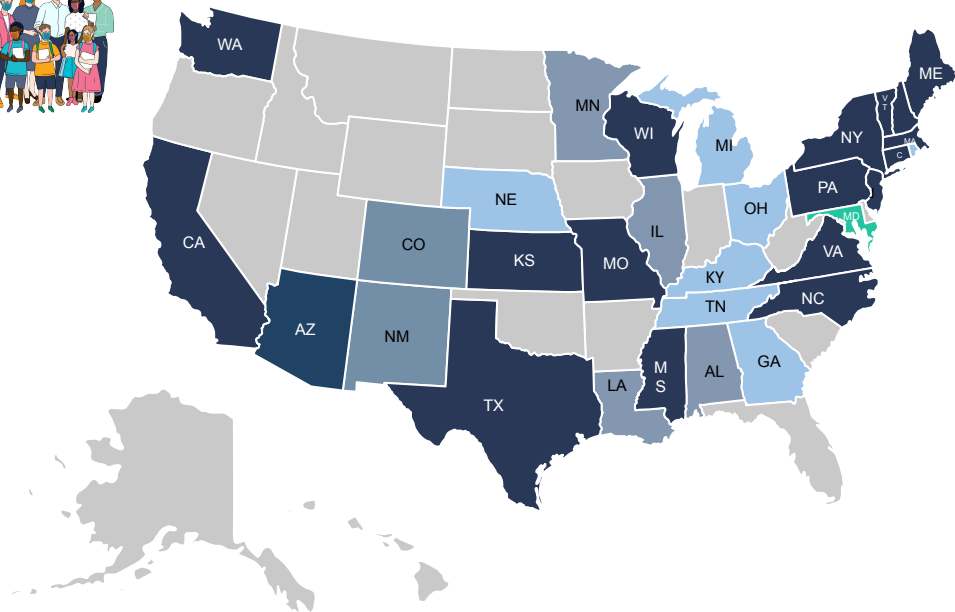




# Maryland K-12 COVID-19 Pooled Testing Program w/ Concentric

# WHO WE ARE: Concentric by Ginkgo currently offers full service K12 testing programs to over 1,000 schools across the country

**600,000**  
*Noses swabbed*



Concentric runs statewide programs in AZ, MA, ME, NC and NH. Comprehensive testing programs in **Baltimore City and Montgomery County Public Schools**.

Concentric has developed a comprehensive program designed solely for affordable and seamless testing in K12 settings, utilizing local resources



# Concentric is providing a *routine screening and confirmatory testing* for districts and schools through pooled and individual PCR

## Component 1: Screening

### Pooled Testing

**Pooled testing as primary screening test.** Testing entire community once per week.

+

## Component 2: Diagnostic

### Confirmatory

**Individual PCR**, saliva based.

+

## Component 3

### Staffing Support

Schools will have access to local staffing support according to their needs

- Administrative
  - Medical Professional
- Courier Services to transport pooled samples to the lab, reducing turnaround time (TAT).

+

## Component 4

### Program Admin and Reporting

End-to-end reporting, dashboards and administration at **State, District** and **School** levels.

# Component 1: Pooled Screening – Overview

STEP 1

## Self Swab

25 students (and teachers!)  
in a class self-swab and drop  
their swabs into a single tube.



STEP 2

## Test the Pool

That tube is then run using  
one test, and the classroom is  
provided with one result.



STEP 3

## Get Results

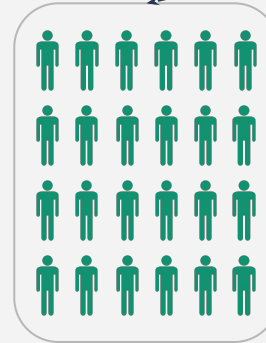
Only positive pools result in  
follow-on testing.

POOL #0001

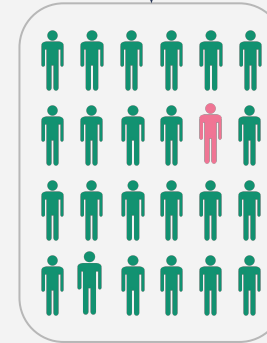
Test Result:

**Negative**

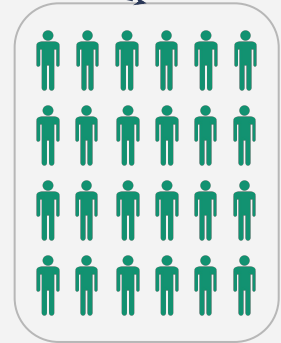
STUDENT  
POPULATION



CLASSROOM  
#1



CLASSROOM  
#2



CLASSROOM  
#3

## WHAT'S THE **Test Day Process for Pooled Screening**



- 1** The tube is placed open on a desk or table, in a coffee cup or other stand that keeps it upright.



- 2** After they place their swabs in the open tube, the next group is called.

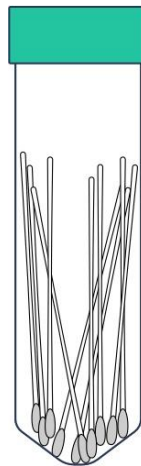
The whole process takes  
**10 - 15 minutes to complete per classroom.**



Everyone receives a sealed nasal swab

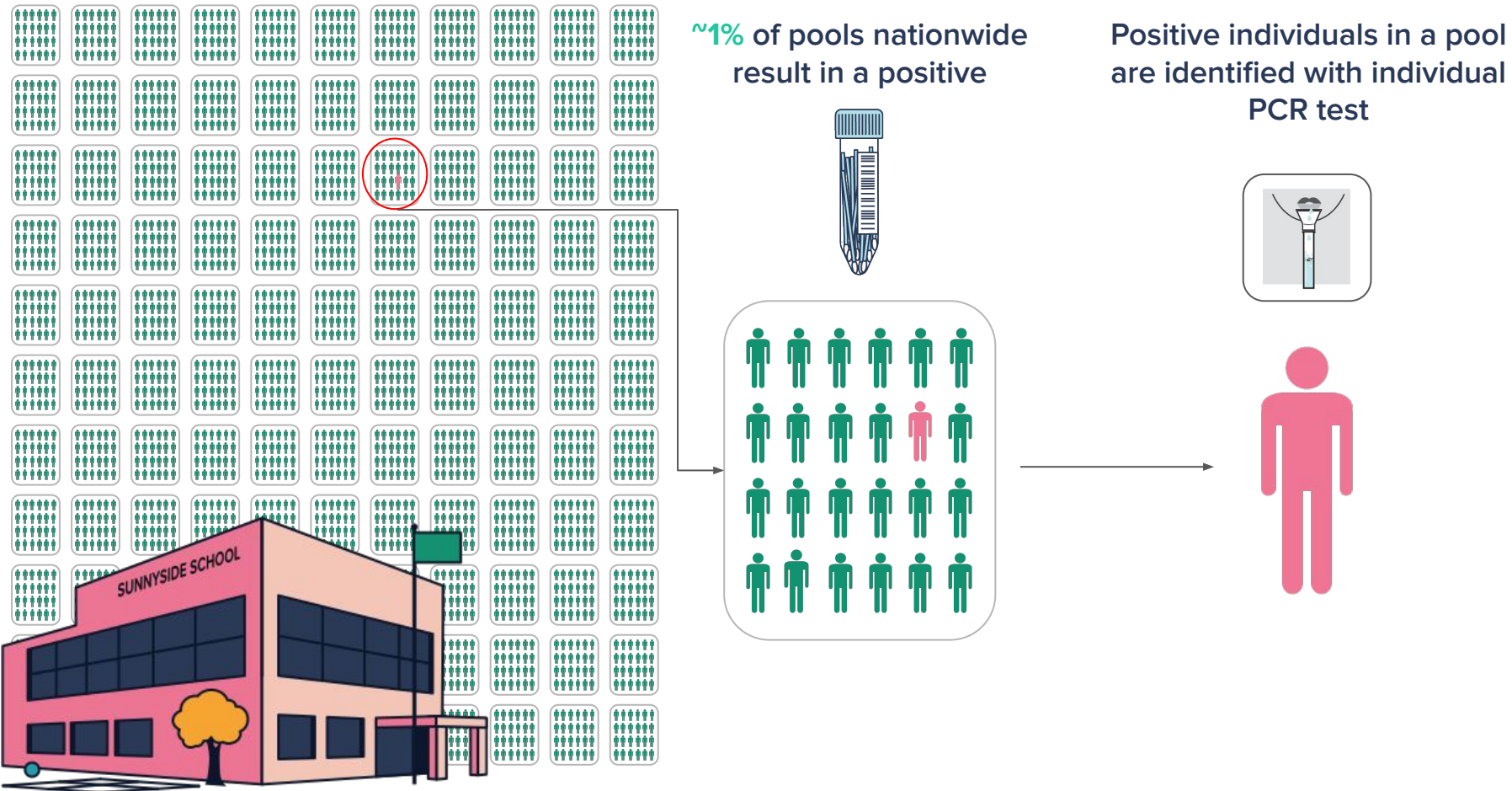
A small group (about 3-5) is asked to swab themselves while a teacher or other adult observes.

**3**



The tube is capped, sterilized with an alcohol wipe, sealed in a biohazard bag and placed in the shipping box.

# Positive Screening Results – What We've Seen

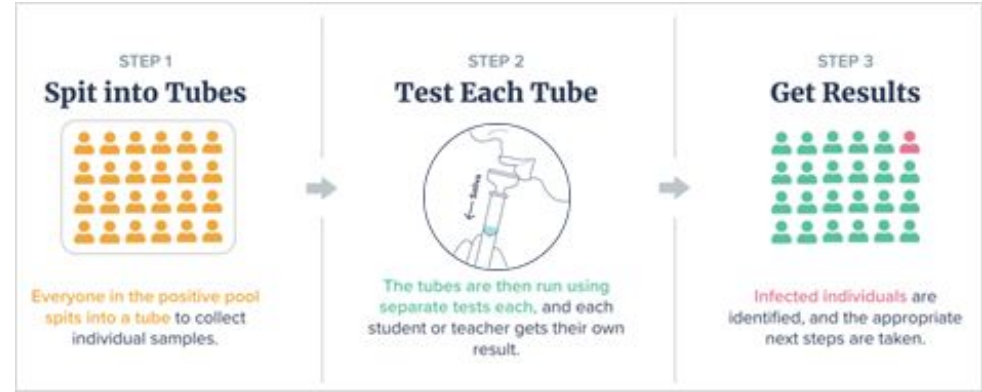




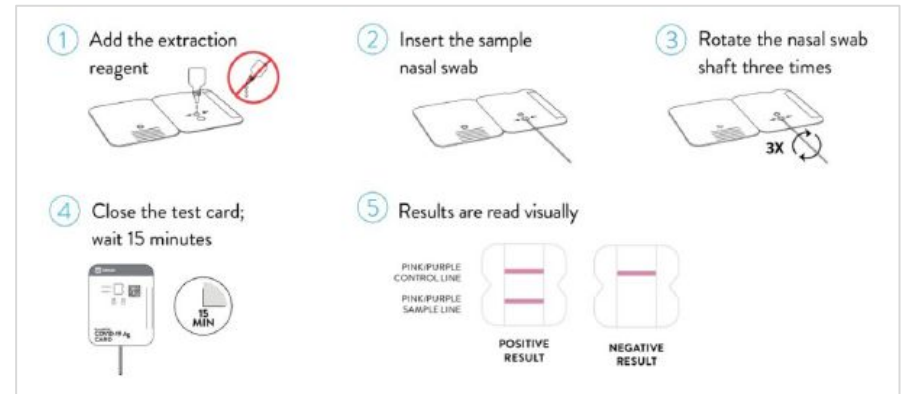
# Component 2: Confirmatory Testing - Overview



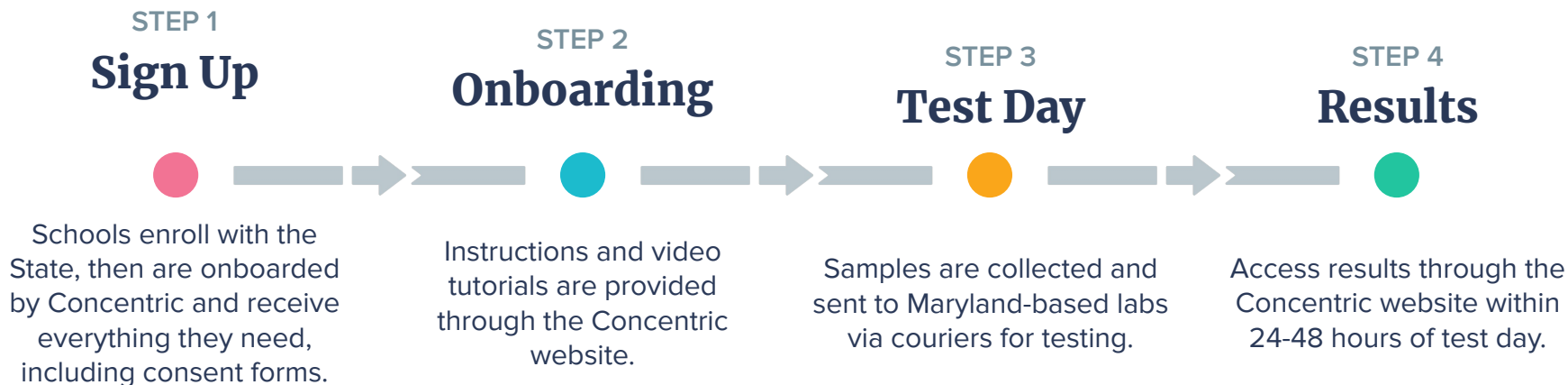
Individual PCR testing such as our saliva-based test or partnered with other local providers



Rapid antigen testing such as the Abbott BinaxNOW test or other products (state provided)



# How The Testing Service Works



# Q&A

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Vendor Name	Pooled Testing	Non-Pooled Testing	Contact Information
20/20 GeneSystems	X	X	Jiming Zhou - <a href="mailto:jzhou@2020gene.com">jzhou@2020gene.com</a>
Capital Diagnostics	X	X	Remi Bh atnagar- <a href="mailto:rbhatnagar@capitaltox.com">rbhatnagar@capitaltox.com</a>
CIAN Diagnostics	X	X	Sam Mullapudi - <a href="mailto:Sam@Ciandx.com">Sam@Ciandx.com</a> Manoj Adusumill- <a href="mailto:manoj@ciandx.com">manoj@ciandx.com</a> <a href="https://calendly.com/ciank-12/onboarding">https://calendly.com/ciank-12/onboarding</a>
Concentric by Gingko Bioworks	X		Jonathan Frist - <a href="mailto:jfrist@ginkgobioworks.com">jfrist@ginkgobioworks.com</a> <a href="mailto:k12@ginkgobioworks.com">k12@ginkgobioworks.com</a>
Mako Medical	X	X	Ryan Dienst - <a href="mailto:rdienst@makomedical.com">rdienst@makomedical.com</a>

# Next Steps

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- Registered schools may reach out to any vendor(s) for meetings, additional questions, or to begin the assessment process
- If your school is **not** registered for the Screening Program:
  - Please sign up at: <https://tinyurl.com/MDHK12Testing>
  - New Deadline is September 10th, 2021
- For any additional questions or concerns:
  - Please contact [MDH.K12Testing@maryland.gov](mailto:MDH.K12Testing@maryland.gov)